













**Facilities Maintenance and Hardware Acquisition Center**  
**Industry Event**  
**“Greener Schedules for a Greener Planet”**  
**March 22-24, 2011**

**Tuesday**

7:45-5:00	Registration	Grand Foyer
7:45-8:30	Continental plus Networking	Salon ABCD
8:30-9:30 	Panel on Green Products and Direction Center is going with Greening Schedule 51V	Salon E
8:30-9:30	Increasing your Product Sales by Participating in DOD E-Mall	Salon F
8:30-9:30 	Strategic Sourcing- An Overview	Salon G
8:30-9:30 	Doing Business with Scott AFB IL- The Basics for Small Business Concerns	Grand Suite 1
8:30-9:30  	Video Teleconference: Doing Business with Public Building Service (PBS)	Grand Suite 2
8:30-9:30	Meet Your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
9:30-9:45	Break	
9:45-10:45 	Panel on Green Products and Direction Center is going with Greening Schedule 51V	Salon E
9:45-10:45 	Partnering with AbilityOne	Salon F
9:45-10:45	Buying Power of GSA’s Global Supply	Salon G
9:45-10:45 	Doing Business with Scott AFB IL- The Basics for Small Business Concerns	Grand Suite 1
9:45-10:45  	Video Teleconference: Public Building Service (PBS) Energy Services Acquisition Strategies	Grand Suite 2
9:45-10:45	Meet your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
10:45-11:00	Break	Salon ABCD
11:00-11:15	Opening Remarks	Salon ABCD

Key:



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Indicates Video Teleconference Class

11:15-11:30	Jason Klumb, Regional Administrator of GSA Heartland Region	Salon ABCD
11:30-12:30	Keynote Speaker- Mayor of Greensburg, KS- Mayor Dixon	Salon ABCD
12:30-1:30	Lunch	Salon ABCD
1:30-2:30	Lunch Speaker	Salon ABCD
2:30-2:45	Break	
2:45-3:45	Contractor Teaming Arrangements - On the Court and in Contracts	Salon E
2:45-3:45 	Update on E-Mods & E-Offers within FMHAC: Digital Certificates, Authorized Negotiator, Mod Process	Salon F
2:45-3:45	Marketing your GSA Schedule	Salon G
2:45-3:45 	The Federal Market Outlook for Schedule 03FAC Services	Grand Suite 1
2:45-3:45 	EO 13514 & GSA's Strategic Sustainability Performance Plan	Grand Suite 2
2:45-3:45	Meet Your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
3:45-4:00	Break	
4:00-5:00 	03FAC Sustainable Solutions Team Meeting	Salon E
4:00-5:00	Buying Power of GSA's Global Supply	Salon F
4:00-5:00	Increasing your Product Sales by Participating in DOD E-Mall	Salon G
4:00-5:00 	The Federal Market Outlook for Schedule 51V Products	Grand Suite 1
4:00-5:00 	e-Everything: e-Tools , GSA <i>Advantage!</i> , eBuy, SIP	Grand Suite 2
4:00-5:00	Meet your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
5:30	Reception	Arch View Ballroom

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## Wednesday

7:45-11:15	Registration	Grand Foyer
7:45-8:30	Continental plus Networking	Salon ABCD
8:30-9:00	Mark Lee, GSA, FAS, Chief of Policy, MAS Program Office	Salon ABCD
9:00-9:30	Jeff Koses, GSA, FAS, Director GSS Office of Acquisition Operations	Salon ABCD
9:30-10:00	Roger Waldron, President, The Coalition for Government Procurement	Salon ABCD
10:00-10:15	Break	
10:15-11:15	Contractor Teaming Arrangements - On the Court and in Contracts	Salon E
10:15-11:15 	Update on E-Mods & E-Offers within FMHAC: Digital Certificates, Authorized Negotiator, Mod Process	Salon F
10:15-11:15	Marketing your GSA Schedule	Salon G
10:15-11:15	Assisted Acquisition Solutions for 03FAC Customers	Grand Suite 1
10:15-11:15	What every 51V Contractor Needs to Know	Grand Suite 2
10:15-11:15	Meet your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
11:15-12:00	Lunch	Salon ABCD
12:00-1:00	Lunch Speaker - Emile Monette, GSA, FAS, Acquisition Management, Director, Program Analysis Division	Salon ABCD
1:00-1:15	Break	
1:15-2:15 	Partnering with AbilityOne	Salon E
1:15-2:15	GSA Mentor-Protégé Program Industry Partner Panel: A discussion on the experiences and relationships of Industry Partners in the Mentor Protégé Program	Salon F
1:15-2:15	Understanding GSA's IOA Contractor Assistance Visits	Salon G
1:15-2:15 	Strategic Sourcing- An Overview	Grand Suite 1




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1:15-2:15 	Update on E-Mods & E-Offers within FMHAC: Digital Certificates, Authorized Negotiator, Mod Process	Grand Suite 2
1:15-2:15	Facilities Maintenance Meeting	Salon ABCD
1:15-2:15	Meet your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
2:15-2:45	Break	
2:45-3:45	Marketing your GSA Schedule	Salon E
2:45-3:45	Understanding the GSA Mentor/Protégé Program	Salon F
2:45-3:45	Understanding GSA's IOA Contractor Assistance Visits	Salon G
2:45-3:45 	Hot Topics in the World of GSA Schedules	Grand Suite 1
2:45-3:45	What every 03FAC Contractor Needs to Know	Grand Suite 2
2:45-3:45 	Energy Services Meeting	Salon ABCD
2:45-3:45	Meet your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
3:45-4:00	Break	
4:00-5:00	Partnership for Facilities and Hardware Solutions (PFHS) Meeting (Formerly SLC)	Salon ABCD
6:00	Pre-registered Dinner	

## Thursday

7:30-8:00	Continental plus Networking	Salon ABCD
8:00-8:15	Center Update	Salon ABCD
8:15-8:25	Marketing Subcommittee, Marvin Steinlauf, Vice President Sales, All Foam Products Company	Salon ABCD
8:25-8:30	Closing Remarks	Salon ABCD
8:30-8:45	Break	
8:45-9:45	Marketing Subcommittee Meeting	Salon E




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8:45-9:45	Understanding GSA's IOA Contractor Assistance Visits	Salon F
8:45-9:45	GSA Mentor-Protégé Program Industry Partner Panel: A discussion on the experiences and relationships of Industry Partners in the Mentor Protégé Program	Salon G
8:45-9:45 	EO 13514 & GSA's Strategic Sustainability Performance Plan	Grand Suite 1
8:45-9:45	Assisted Acquisition Solutions for 03FAC Customers	Grand Suite 2
8:45-9:45 	Update on E-Mods & E-Offers within FMHAC: Digital Certificates, Authorized Negotiator, Mod Process	Salon ABCD
8:45-9:45	Meet your CO & BMD	Lindbergh Room (1 <sup>st</sup> Floor)
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10:00-11:00	Understanding GSA's IOA Contractor Assistance Visits	Salon F
10:00-11:00	Understanding the GSA Mentor/Protégé Program	Salon G
10:00-11:00 	e-Everything: e-Tools , GSA Advantage!, eBuy, SIP	Grand Suite 1
10:00-11:00	How to Market Services to PBS from a Consultant's Perspective	Grand Suite 2
10:00-11:00	Meet your CO & BMD	Lindbergh Room(1 <sup>st</sup> Floor)

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